

Facilitator CHIPS



Constructive, Helpful, and Informative Practices

Prepared by the ORO Facilitator Program to help enhance individual and organizational excellence

Issue 25

July 2001

*Facilitation Services
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- Process Improvement
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- Change Management
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The 21 Irrefutable Laws of Leadership

John C. Maxwell is the founder of INJOY, an organization dedicated to helping people maximize their personal and leadership potential. Each year, Maxwell speaks to more than 250,000 people and influences the lives of more than one million people through seminars, books and tapes. **Below are laws 1-4 of the 21 laws cited in his book.**

1. THE LAW OF THE LID

Leadership ability determines a Person's Level of Effectiveness.

The lower an individual's ability to lead, the lower the lid on his potential. For example, if your leadership were an 8, your effectiveness can never be greater than a 7. Your leadership ability always determines your effectiveness and the potential impact of your organization. (NEVER stop growing - see Law #4)

2. THE LAW OF INFLUENCE

The true measure of Leadership is Influence.

If you don't have influence, you will never be able to lead others. 5 common myths are:

- a. The Management Myth - leading and managing are the same
- b. The Entrepreneur Myth - all salespeople and entrepreneurs are leaders
- c. The Knowledge Myth - knowledge is power
- d. The Pioneer Myth - anyone who is out in front of the crowd is the leader
- e. The Position Myth - the position/title is what makes a person a leader

3. THE LAW OF PROCESS

Leadership develops daily, not in a day.

To lead tomorrow, learn Today. There are 4 phases of leadership growth:

- Phase 1 - I don't know what I don't know
Phase 2 - I know what I don't know
Phase 3 - I grow and know and it starts to show
Phase 4 - I simply go because of what I know

4. THE LAW OF NAVIGATION

Anyone can steer the ship, but it takes a Leader to chart the course.

- a. Navigators see the trip ahead
- b. Navigators draw on past experience
- c. Navigators listen to what others have to say
- d. Navigators examine the conditions before making commitments
- e. Navigators make sure their conclusions represent both faith and fact

Predetermine a course of action.

Lay out your goals.

Adjust your priorities.

Notify key personnel.

Allow time for acceptance.

Head into action.

Expect problems.

Always point to the successes.

Daily review your plan.